

Message Text

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INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

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P.CANNEY/STATE/EUR/NE (INFO)

COM/BIC/OIM (INFO)

EUR/NE/JOWENS (INFO)

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R 250014Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY STOCKHOLM

UNCLAS STATE 148922

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: EXPANSION STEEL WORKS 80

REF: STOCKHOLM A-130

1. KOPPERS COMPANY, A MAJOR U.S. DESIGN CONSTRUCTOR, HAS
EXPRESSED INTEREST IN PARTICIPATING IN SUBJECT PROJECT.
HOWEVER, THEY WOULD APPRECIATE EMBASSY CLARIFICATION OF
CERTAIN KEY VARIABLES PRIOR TO THEIR INITIAL CONTACTS WITH
NORRBOTTENS JARNVERK AKTIEBOLAG (JNA).

2. REFTEL INDICATES NJA PLANS TO SPEND ONE THIRD OF
TOTAL COST ABROAD IN EITHER GERMANY, FRANCE, UK OR US.
WE PRESUME THAT NJA AT LEAST INITIALLY DECIDED WHAT
COMPONENTS WILL HAVE TO BE PURCHASED IN THESE COUNTRIES.
IF SO, WHICH COMPONENTS DOES NJA ANTICIPATE PROCURING
FROM U.S.?

3. HOW DOES NJA PLAN TO FINANCE ITS EXPANSION PROGRAM?
WILL THEY SEEK AN EXIMBANK PRELIMINARY COMMITMENT OR
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WILL IT BE FINANCED THROUGH SOME OTHER VEHICLE (IE

COMMERCIAL, INTERNAL FINANCING)?

4. DOES THE POST HAVE ANY BETTER INDICATION REGARDING TIMING? WHEN TENDERS BE ISSUED; WHAT IS THE TIME-TABLE FOR BIDDING AND ACTUAL CONSTRUCTION? AS EMBASSY PROBABLY AWARE MANY U.S. FIRMS HAVE EXTENSIVE BACKLOGS. ACCORDINGLY THE TIMING ON THIS PROGRAM COULD BE A MAJOR FACTOR IN THE U.S. RESPONSE.

5. FINALLY, WE WOULD APPRECIATE EMBASSY ASSESSMENT REGARDING WHETHER U.S. FIRMS CAN BID COMPETITIVELY WITHOUT TEAMING WITH A EUROPEAN PARTNER. ON PREVIOUS EXPANSIONS HAS NJA PLACED ANY MAJOR ORDERS WITH U.S. FIRMS. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Copy: SINGLE
Draft Date: 25 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: OED/MEPD/TJASPER/MJJ
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750220-0098
From: STATE
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1975/newtext/t19750617/aaaaaoyb.tel
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Margaret P. Grafeld
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